

ANALYSIS OF MAJOR OIL COMPANIES QUESTIONNAIRES

On July 17, 1973, twenty (20) major oil companies were mailed questionnaires designed to compile the necessary data to further evaluate the request of the Honorable Marvin Mandel, Governor of Maryland, in regards to the gasoline shortage.

As of September 21, 1973, nine (9) major oil companies filed the questionnaires completely executed. Two (2) additional major oil companies filed, but refused to answer several of the questions which they considered to be proprietary and confidential. The majority of the nine (9) remaining companies indicated that they would refuse to complete and return the questionnaires.

In the calendar year 1971, nine (9) major oil companies constructed and opened forty (40) new stations. The same companies reported acquiring sixteen (16) additional stations from other companies or individuals, making a total of fifty-six (56) new service stations which required an additional 27,337,956 gallons.

In the calendar year 1972, these companies reported that they had constructed and opened thirty-seven (37) new service stations and that they had acquired, rehabilitated and opened sixteen (16) service stations that were obtained from other oil companies or individuals. The fuel commitment for these fifty-three (53) service stations amounted to 25,576,660 additional gallons.

During the first six (6) months of 1973, ten (10) new service stations were constructed and opened. Four (4) service stations were acquired from another oil company or individual, making a total of fourteen (14) stations which required 9,382,000 gallons of additional gasoline to operate.

For the 2½ year period, nine (9) major oil companies opened for business, one hundred twenty-three (123) new service stations with a gasoline requirement of approximately 62,000,000 gallons.

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The survey, also, revealed that for the 2½ year period eight (8) companies rehabilitated ninety-four (94) existing service stations which undoubtedly increased the volume requirements for the same period.

During the period of June 30, 1972 thru June 30, 1973, three (3) major oil companies were successful in being awarded new contracts to supply service stations on toll roads in Maine, Vermont, New Hampshire, New York, New Jersey, Pennsylvania, Maryland and Virginia, totaling 66,780,000 gallons.

There were ninety-five (95) service stations closed or deactivated during the 2½ year period covered by the survey of which thirty-nine (39) were closed during the period of January 1, 1973 thru June 30, 1973.

During the period of January, 1973 thru June, 1973, five (5) major oil companies reported cancelling contracts to supply one (1) retail jobber, one hundred five (105) consumer accounts and sixteen (16) retail service station dealers.

During the period of January, 1973 thru June, 1973, seven (7) of the eleven (11) companies reported that they had withdrawn various types of voluntary allowances from four hundred twenty-two (422) service stations.

Several of the major oil companies that submitted the completed reports requested that their specific data be treated as confidential marketing and trade secrets. Therefore, we are refraining from naming the companies that complied with our request as well as those refusing to complete the questionnaires.

RETAIL SERVICE STATION ACQUISITIONS AND DEACTIVATED  
BY ELEVEN MAJOR OIL COMPANIES DURING THE CALENDAR  
YEAR 1971, 1972 AND FIRST HALF OF 1973

	<u>NEW STATIONS</u>	<u>OLD STATIONS ACQUIRED FROM OTHERS</u>	<u>REHABILITATED</u>	<u>DEACTIVATED</u>	<u>UNDER CONSTRUCTION</u>
Calendar Year 1971	40	16	41	22	x
Calendar Year 1972	37	16	38	34	x
First 6 months 1973	10	4	15	39	8
Total	87	36	94	95	8